



Agenda Item Number: 2-7-13.11A

**SANDOVAL COUNTY
BOARD OF COUNTY COMMISSIONERS**

Date of Commission

Meeting: February 7, 2013

Division / Elected

Office: Detention Center

Staff Contact: Al Casamento, Director

Title of Item: Award Bid for Pharmaceutical Services and Supplies for Inmates at the Sandoval County Detention Center

Action Requested: Discussion and Motion to Award Bid for Pharmaceutical Services and Supplies to Diamond Pharmacy Services and Approval to Authorize the County Manager to Enter into a Contract

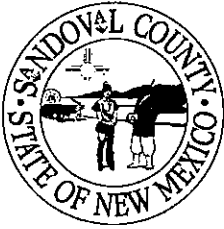
Summary: A Request for Proposals for Inmate Pharmaceutical Services and Supplies was published October 9, 10, 11, 12 and 13, 2012. Six pharmaceutical service and supply companies submitted proposals.

Liz Otten, Senior Procurement Specialist, received all of the proposals and supervised the evaluation process. An Evaluation Committee reviewed all of the proposals and evaluated each proposal based on criteria listed in the Request for Proposals.

Attachments: Evaluation Committee Report

FISCAL IMPACT

There will be a cost savings by the fixed pricing with the vendor, as well as a cost savings for convenient back-up and emergency pharmacy plans.



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STAFF ANALYSIS SUMMARY

County Manager:

Recommend Board of County Commission approval. PPR 01/29/2013

**Initiating Elected Official /
Division Director:**

Diamond Pharmacy Services provides pharmaceutical services and supplies to Cibola, Santa Fe and Grant Counties.
Recommend approval. AGC 01-16-2013

Legal:

Approved as to form. PFT 1/28/2013

Finance:

Recommend Approval CCH 1/29/13

Liz Otten, Senior Procurement Specialist
Procurement processes were followed.
Recommend Approval of Diamond Pharmacy Services for Sandoval County Detention Center Inmate Pharmaceutical Services and Supplies per RFP#13-DC-10-19

EVALUATION COMMITTEE REPORT	
DEPT/DIV	Sandoval County Detention Center
RFP TITLE	Pharmaceutical Services and Supplies
RFP NUMBER	12-DC-10-26
DATE OF REPORT	11/7/12
ASSEMBLED BY	Liz Otten, Procurement Officer / Sandoval County Finance Department
PHONE/EMAIL	(505) 404-5873 or (505) 867-7500 ext. 1691 lotten@sandovalcountynm.gov

The purpose of this report is to concisely summarize the activity and recommendations of the evaluation committee process. The Evaluation Committee Report will be written by the Procurement Officer, approved by the evaluation committee, signed by the evaluation committee, and become part of the procurement file. Offerors are listed in alphabetical order.

Scores and Justifications

Completeness of information supplied as requested in RFP: (15 Points Possible)

- Contract Pharmacy Services: (10) – Information provided was incomplete and did not thoroughly address all points listed in the RFP.
- Correct Rx: (5) – Not enough information was provided about the maintenance and replacement of carts. Also, information about introducing Electronic Medication Administration Records (eMARs) was not provided.
- Diamond Pharmacy Services: (15) – Information provided was detailed and additional information was provided regarding aftercare of patients and other available services.
- Maxor Correctional Pharmacy Services: (12) – Not enough information was provided about what pharmacy would be in place as a back-up pharmacy. Overall, information was not specific enough especially regarding the quarterly inspection.
- Pharmacy Plus: (10) – A copy of the Request for Proposals was not included as stated in the issued RFP. Information provided was vague and lacked detail; specifically regarding how many carts would be provided and how maintenance would be handled for the Carts.
- Westwood Pharmacy: (12) – A copy of the RFP was provided, but the responses were not specific enough especially regarding how supplies would be acquired.

Specifics / Requirements Compliance: (15 Points Possible)

- Contract Pharmacy Services: (10) – Not enough specific information was provided in the proposal about how to acquire emergency medication, availability of Statins, delivery, 24 hour medications, and credits for unused medications.
- Correct Rx Pharmacy Services: (5) – No Price list or delivery information was provided. Information was unclear about emergency medications. Monday – Friday service will not suffice.
- Diamond: (15) – Orders may not be made on Sunday even though delivery is available. Evaluation members were pleased that contracts are currently held between Diamond Pharmacy Services and local correctional facilities in Cibola County, Santa Fe County, and Grant County.

- Maxor: (10) – Sunday delivery and 24 hour medication was not addressed. Information was not specific enough.
- Pharmacy Plus: (7) – Responses were rather vague and did not address specifics regarding carts and other requested information listed in the RFP.
- Westwood Pharmacy: (10) – Information about the STAT/Emergency boxes was not specific enough. Having a variety of choices for the carts is appealing. Information about the pharmacist's contract and role was vague.

Pharmaceutical Pricing: (45 Points Possible)

- Contract Pharmacy Services: (40) – The prices provided are low and competitive.
- Correct Rx: (0) – A price list was not provided in the proposal.
- Diamond: (40) – Pricing information was competitive and additional information about the breakdown of costs for other medications not on the list in the RFP was helpful. The back-up pharmacies (Walgreens and Walmart) will help keep costs down.
- Maxor: (30) – Pricing was listed per pill causing confusion when scoring the proposal. Prices listed were middle-line.
- Pharmacy Plus: (20) – Prices provided in the price list were considerably high and not all medications were listed including Statins.
- Westwood Pharmacy: (35) – Not all medications were addressed and the prices were high on some drugs and low on others.

Qualifications of vendor to provide service: (25 Points Possible)

- Contract Pharmacy Services: (15) – Qualifications were vague and did not address issues such as use of equipment.
- Correct Rx: (10) – Most experience listed in the proposal was with agencies outside of corrections.
- Diamond: (25) – Extensive experience focusing on contracts with institutions and correctional facilities is appealing. Detailed information about experience with MARs and on-site training would be beneficial.
- Maxor: (15) – Responses were vague regarding past experiences and other aspects of qualifications for providing services. Current provider.
- Pharmacy Plus: (12) – This Offeror lacks experience.
- Westwood Pharmacy: (20) – This Offeror holds institutional contracts locally and in other parts of the country and is qualified to provide services however some responses were not detailed enough or clear.

Total Points Earned: (100 Possible)

- Contract Pharmacy Services: (75)
- Correct Rx: (20)
- Diamond: (95)
- Maxor: (67)
- Pharmacy Plus: (49)
- Westwood Pharmacy: (77)

Section 4. EVALUATION COMMITTEE MEMBERS

Name	Brief statement of expertise and who he/she represents
<i>Alfred Casamento</i>	<i>Detention Director with 21 years of experience at the Sandoval County Detention Center.</i>
<i>Greg Quintana</i>	<i>Deputy Director of Operations presenting the daily detention center prisoner/staff operations.</i>
<i>Brett Bruner</i>	<i>Deputy Director Quality Assurance and Risk Management representing the compliance of the facility.</i>
<i>Paula Donahue</i>	<i>Accounting Specialist with 16 years of experience at the Sandoval County Detention Center representing the financial aspect of the facility.</i>
<i>Michele Beglau</i>	<i>Registered Nurse and in charge of the medical department at Sandoval County Detention Center.</i>

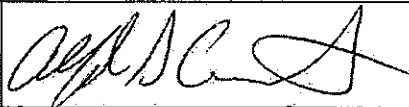
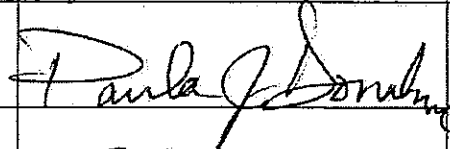

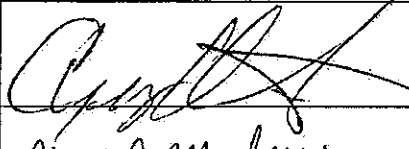
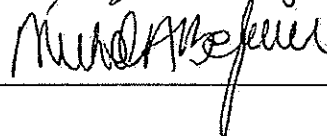
Section 5. EVALUATION COMMITTEE MEETINGS

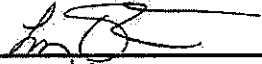
<i>Reason for Meeting</i>	<i>Date of Meeting</i>	<i>Summary of Meeting</i>
Evaluation of Proposals submitted for the "Pharmaceutical Services and Supplies for the Sandoval County Detention Center" RFP	11/7/12	Evaluation Committee members reviewed and scored proposals submitted in response to the RFP

Section 6. SUMMARY OF AWARD RECOMMENDATION

The proposal submitted by Diamond Pharmacy Services received the highest scores and is therefore recommended as the finalist to be awarded the Pharmaceutical Supplies and Services for the Sandoval County Detention Center Contract. The proposal submitted by Diamond Pharmacy was the most comprehensive including documentation of extensive experience working with Pharmaceutical contracts. Diamond Pharmacy Services also provided all of the documentation requested in the Request for Proposals as well as additional helpful information. Diamond Pharmacy Services specializes in providing pharmaceutical supplies and services for correctional facilities. Convenient back-up and emergency pharmacy plans will help keep costs lower. The detailed proposal provided insight and clarification regarding requested information. Diamond Pharmacy Services provides services to Cibola, Santa Fe, and Grant Counties in New Mexico. Local assistance will be available. Local references were provided in the proposal. Other appealing aspects of the Diamond Pharmacy Services proposal include: Agency has a legal department and an information technology department for assistance, training will be provided for the electronic MARs system, and Diamond is accredited by The Joint Commission (previously JCAHO). For the reasons listed, the RFP Evaluation Committee recommends Diamond Pharmacy Services for the Pharmaceutical Supplies and Services Contract.

Section 7. SIGNATURES

Name	Agree/Object (state objection)	Signature	Date
ALFRED G. CASAMENTO	Agree		11-08-2012
Paula J. Donahue	Agree		11-8-12
Brett A. Byrne	Agree		11-8-12
Cristy McIntire	Agree		11/8/12
Michele A. Begau	Agree		11/8/12

Liz Otten 
 Printed Name and Signature of Procurement Officer

11/9/12
 Date